

# State of Maine Procurement Justification Form

This form must accompany all contract requests and sole source requisitions (RQS) over \$5,000 submitted to the Division of Procurement Services.

INSTRUCTIONS: Please provide the requested information in the white spaces below. All responses (except signatures) must be typed; no hand-written forms will be accepted. See the guidance document posted with this form on the Division of Procurement Services website (Forms page) for additional instructions.

PART I: OVERVIEW				
Department Office/Division/Program:		Marine Resources/Biological Assessment/		
Department Contract Administrator or Grant Coordinator:		Kevin Staples – Marjorie Morrisette		
(If applicable) Department Reference #:				
Amount: (Contract/Amendment/Grant)	\$17,420.00	Advantage CT / RQS #:	13A 20220208000000000894	
CONTRACT	Proposed Start Date:	3/1/2022	Proposed End Date:	6/1/2022
AMENDMENT	Original Start Date:		Effective Date:	
	Previous End Date:		New End Date:	
GRANT	Project Start Date:		Grant Start Date:	
	Project End Date:		Grant End Date:	
Vendor/Provider/Grantee Name, City, State:		SeaSide Inc., Warren, ME		
Brief Description of Goods/Services/Grant:		Federally-compliant manufactured 'weak' link		

PART II: JUSTIFICATION FOR VENDOR SELECTION			
Mark an "X" before the justification(s) that applies to this request. (Check all that apply.)			
	A. Competitive Process		G. Grant
	B. Amendment		H. State Statute/Agency Directed
X	C. Single Source/Unique Vendor		I. Federal Agency Directed
	D. Proprietary/Copyright/Patents		J. Willing and Qualified
	E. Emergency		K. Client Choice
	F. University Cooperative Project		L. Other Authorization

PART III: SUPPLEMENTAL INFORMATION
Please respond to ALL of the following:
<b>1. Provide a more detailed description and explain the need for the goods, services or grant to supplement the response in Part I.</b>
The ½" inside diameter (ID) weak link is to be the first commercially sold federally-approved weak link specifically designed for integration within vertical buoys lines within lobster gear to be available for purchase. On May 1 <sup>st</sup> , 2022, pot and trap fishermen will be required to fish rope that is either comprised of fully 'weak' (maximum breaking strength of 1700 lbf) rope or vertical lines with 1-2 'weak' insertions of rope or other mechanism (such as this weak link) to legally fish in federal waters. These new gear regulations are aimed to reduce the harmful interactions between pot and trap fishing gear and endangered whales, specifically the North Atlantic right whale.

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## PART III: SUPPLEMENTAL INFORMATION

Commercially available options to comply with this rapidly approaching deadline are incredibly scarce. The SeaSide Inc. link is currently the only weak link of its kind that is to be widely available for fishermen to use that meet these requirements. This commercial production mold purchase is designed to encourage and facilitate rapid production for Maine fishermen to utilize.

### 2. Provide a brief justification for the selected vendor to supplement the response in Part II.

The selected vendor has, in collaboration with DMR and commercial lobstermen, designed and tested the first manufactured weak link design and received federal approval. This commercial production mold purchase is designed to encourage rapid production to allow Maine fishermen to retrofit their gear in an affordable manner by the implementation date and has already spawned copycat designs from other competitors. This commercial production mold will allow SeaSide Inc. to bring 3,000 links per week to market. They were the only vendor to engage in designs and production with DMR when this process was started initially, already achieving the goal of facilitating production and competition and are uniquely positioned to offer the increased production capacity of a fishermen-tested link.

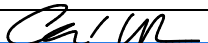
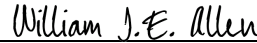
### 3. Explain how the negotiated costs or rates are fair and reasonable; or how the funding was allocated to grantee.

SeaSide Inc. is billing DMR for the quoted amount of the production mold that was necessary to start commercial-scale production of these approved weak links. DMR was pleased to see that the billed amount was lower than initial estimates in the \$25k range. DMR, at this time, has no competing product to do a direct cost comparison.

### 4. Describe the plan for future competition for the goods or services.

Future purchases similar to this one may be made to assist in providing fishermen with immediate options in advance of the implantation date for the new gear regulations. This may include a weak link with a larger inside diameter (13/16"). DMR is aware of at least one other plastics manufacturer (Plante Buoy Sticks) that intends to bring a compliant product to market. DMR will continue to explore options to provide support to ensure Maine fishermen have affordable options to comply with federal regulations required to fish in 2022.

## PART IV: APPROVALS

<b>Signature of requesting Department's Commissioner (or designee):</b>	By signing below, I signify that I approve of this procurement request.  <small>UD UD (Feb 24, 2022 13:25 EST)</small>		
<b>Printed Name:</b>	Carl Wilson, BMS Director	<b>Date:</b>	Feb 24, 2022
<b>Signature of DAFS Procurement Official:</b>	DocuSigned by:  <small>2D5B6E39F57E44A...</small>		
<b>Printed Name:</b>	william J.E. Allen	<b>Date:</b>	2/28/2022

NOI 0220220176 02/28/2022 - 03/06/2022

# 20220222.SeaSideInc.Justification

Final Audit Report

2022-02-24

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